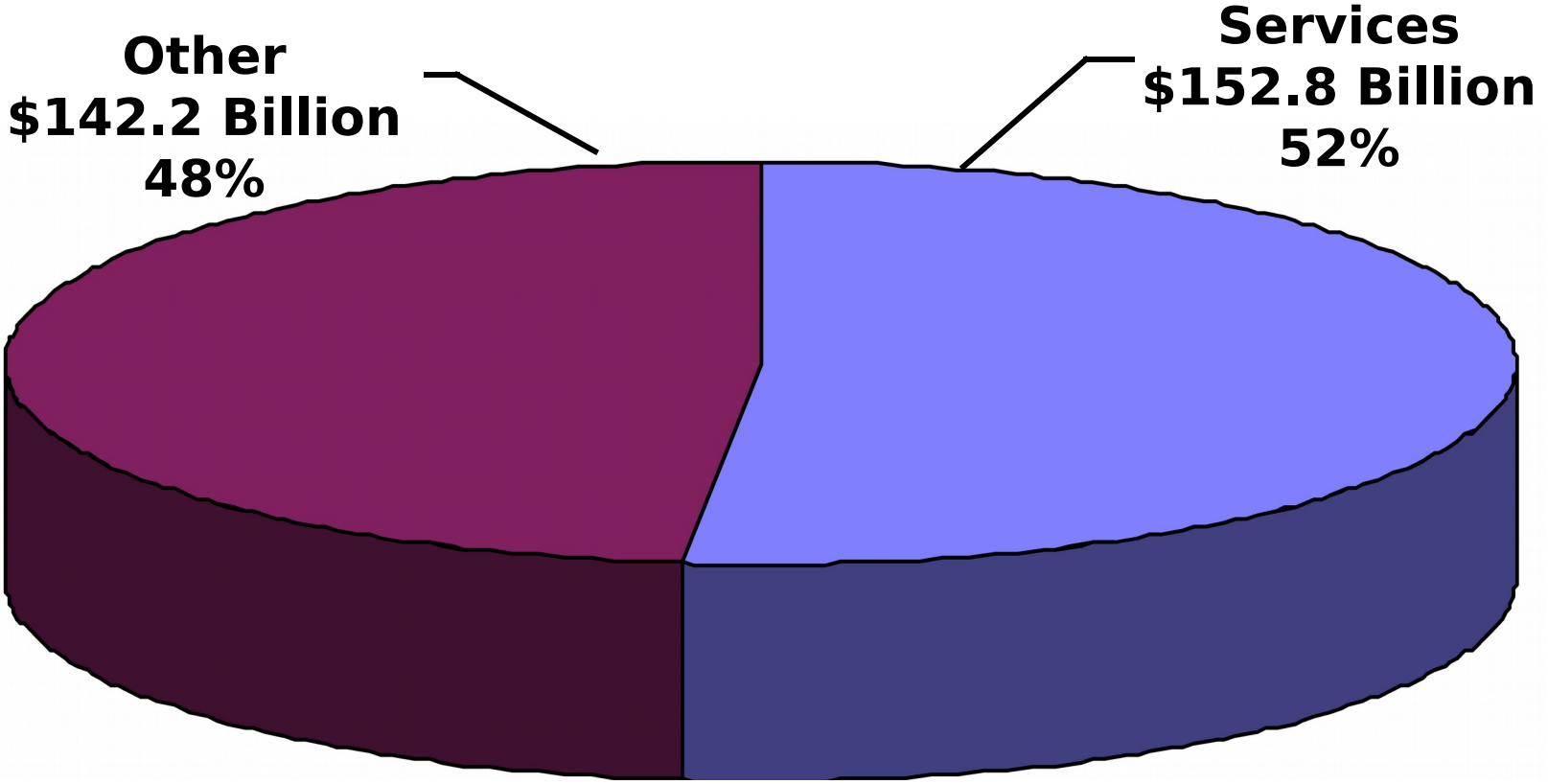
Acquisition of Services

DAU Acquisition Community Conference

April 17, 2007

Why Focus on Services?

FY 2006 Total DoD Spend: $295 Billion
FY 2006 DoD Services: $152.8 Billion



FY 2006 DoD Spending on Services

Total DoD Spend: $295 Billion
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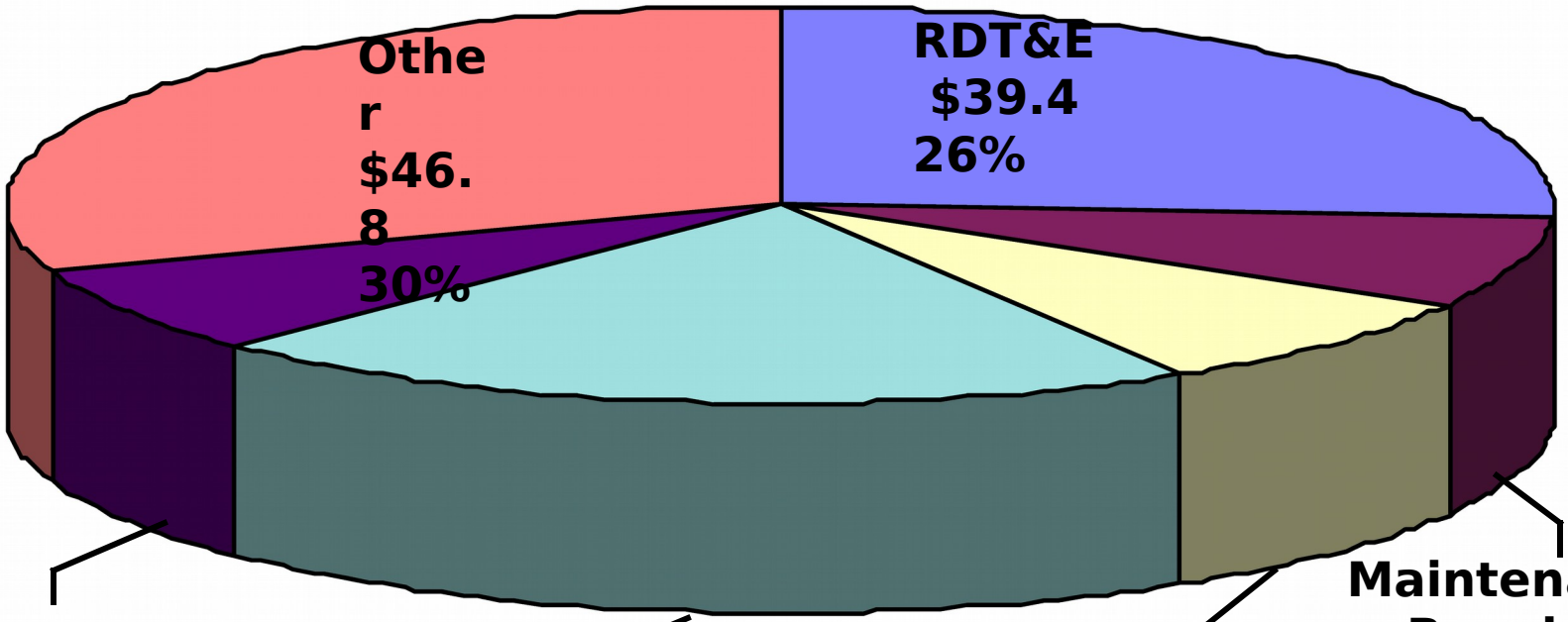
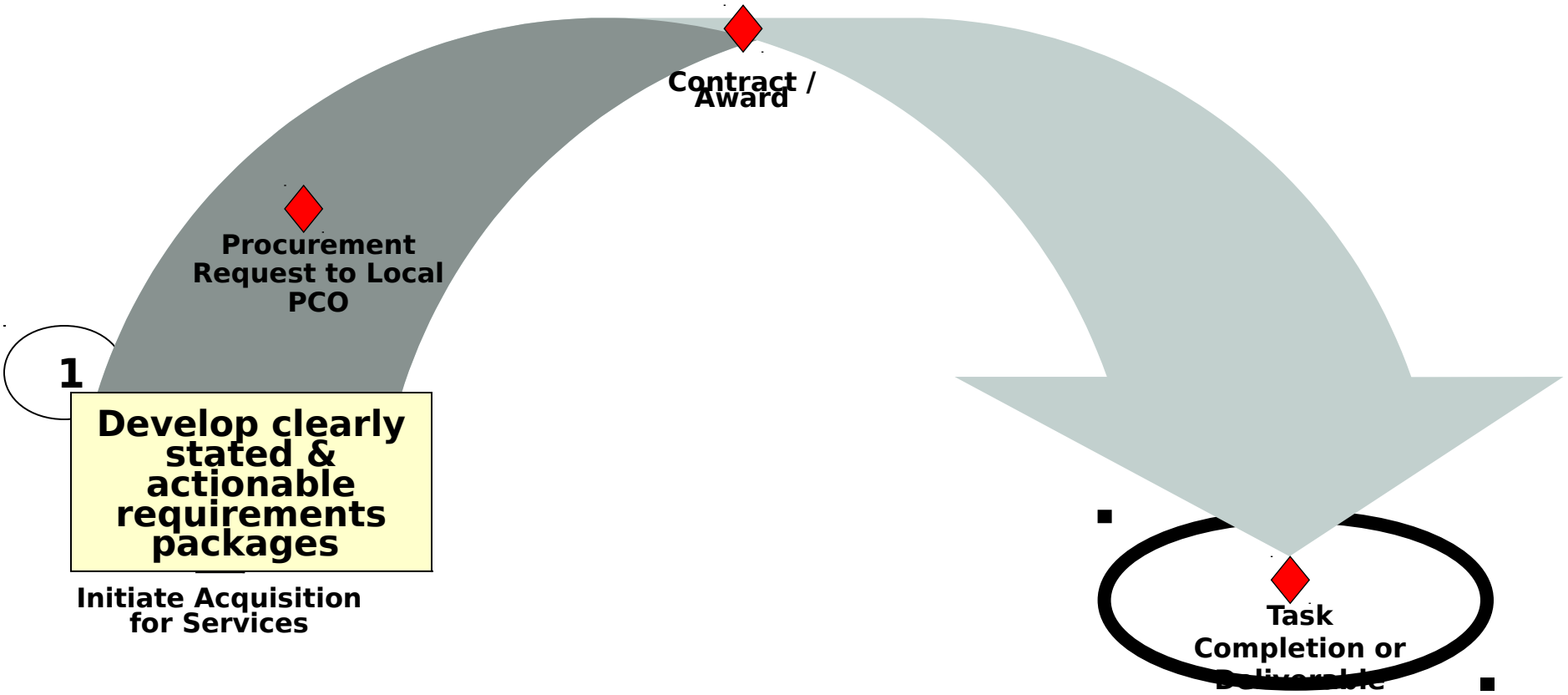


“Other” Services

- SPECIAL STUDIES & ANALYSES - NOT R&D
- ARCHITECT & ENGINEERING SERVICES
- PURCHASE OF STRUCTURES & FACILITIES
- NATURAL RESOURCES & CONSERVATION SERVICES
- SOCIAL SERVICES
- QUALITY CONTROL, TESTING, & INSPECTION SVCS
- MODIFICATION OF EQUIPMENT
- TECHNICAL REPRESENTATIVE SERVICES
- OPERATION OF GOVERNMENT-OWNED FACILITIES
- INSTALLATION OF EQUIPMENT
- SALVAGE SERVICES
- MEDICAL SERVICES
- UTILITIES & HOUSEKEEPING SERVICES
- PHOTOGRAPHIC, MAPPING, PRINTING & PUB SERVICES
- EDUCATIONAL AND TRAINING SERVICES
- TRANSPORTATION, TRAVEL, & RELOCATION SERVICES
- LEASE OR RENTAL OF EQUIPMENT
- LEASE OR RENTAL OF FACILITIES
- MAINT, REPAIR, OR ALTERATION OF REAL PROPERTY

Acquisition of Services

Management Consistent with FY 06 NDAA Section 812



Potential for Significant Savings

Links and Templates

- **http://www.dau.mil/performance_support/pbsa.asp**
  - DAU Performance Based Services Acquisition links and templates)
    - **Links to Guides and Training Materials**
    - **Links to Templates for Various Type Services**
      - Administrative; Base/Installation; Education & Training; Information Technology; RDT&E; Social Services; Other; Maintenance; Services.

- **http://www.afcesa.af.mil/ceb/cebc/contractsupport/cebc_temp.asp**
  - Civil Engineer competitive sourcing templates and examples are available to assist base organizations:
    - **Service Contract Templates:** Over 35 typical CE service activity templates developed in accordance with AFI 63-124. Most services have templates for Market Research, Statement of Work (SOW), Quality Assurance Surveillance (QASP), Government Estimate, and Bid Schedule. Select services also have Award Fee Plans or Quality Assurance Checklists.
    - **A-76 Cost Comparison Templates**: Contains A-76 checklists, flowcharts, squadron and flight templates (SOWs, QASPs, Technical Performance Plans and Evaluation Criteria, Publication Review), and Transition Plans.
    - **Example Contracts:** Actual SOWs and QASPs included in solicitations by various bases through the Federal Business Opportunities (FedBis) website.

- **https://portal.navfac.navy.mil/portal/page?_pageid=181,4844358,181_4844374&_dad=portal&_schema=PORT**

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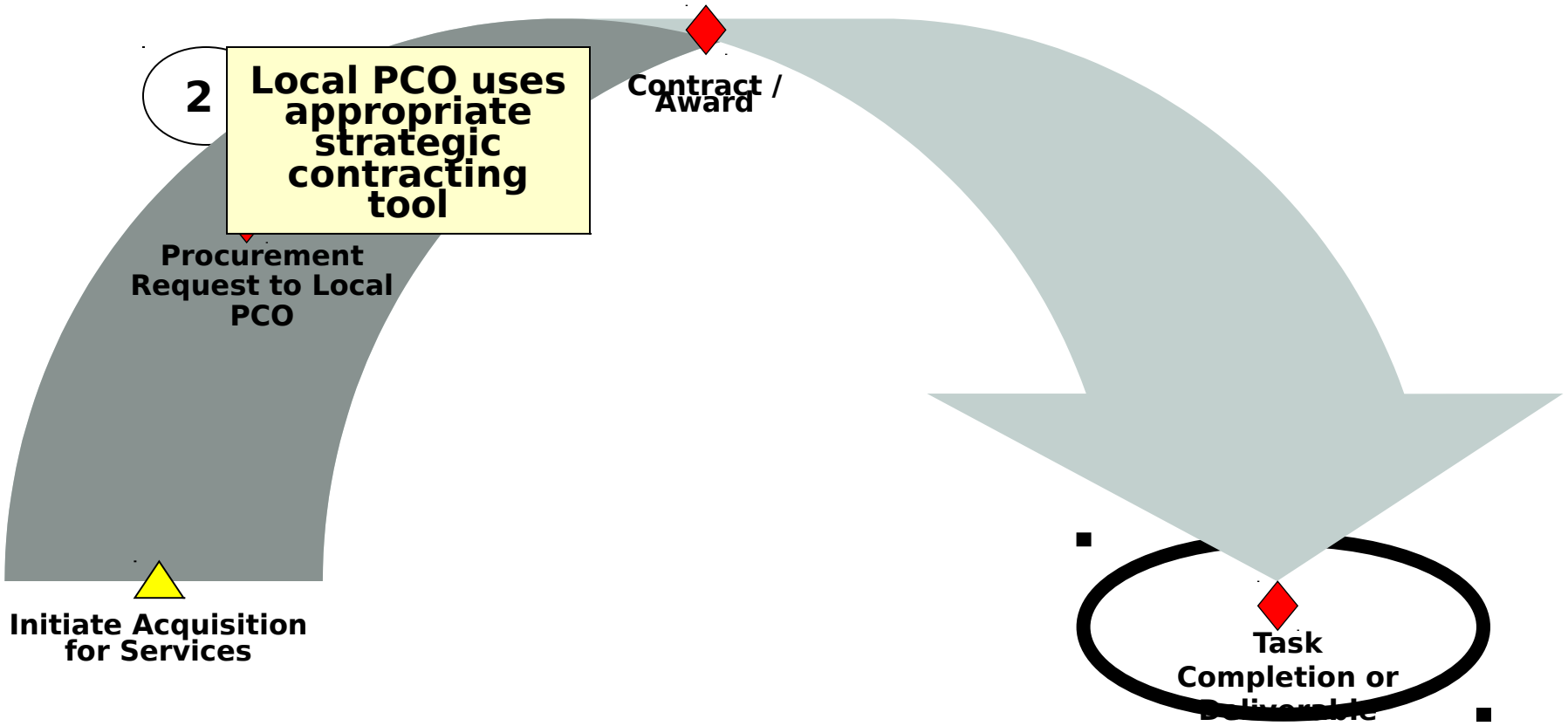

Potential for Significant Savings

Navy SeaPort 22 Functional Areas

- Research and Development Support
- Engineering, System Engineering and Process Engineering support
- Modeling, Simulation, Stimulation, and Analysis Support
- Prototyping, Pre-Production, Model-Making, and Fabric Support
- System Design Documentation and Technical Data Support
- Software Engineering, Development, Programming, and Network Support
- Reliability, Maintainability, and Availability (RM&A) Support
- Human Factors, Performance, and Usability Engineering Support
- System Safety Engineering Support
- Configuration Management (CM) Support
- Quality Assurance (QA) Support
- Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
- Ship Inactivation and Disposal Support
- Interoperability, Test and Evaluation, Trials Support
- Measurement Facilities, Range, and Instrumentation Support
- Acquisition Logistics Support
- Supply and Provisioning Support
- Training Support
- In-Service Engineering, Fleet Introduction, Installation and Checkout Support
- Program Support
- Functional and Administrative Support
- Public Affairs and Multimedia Support

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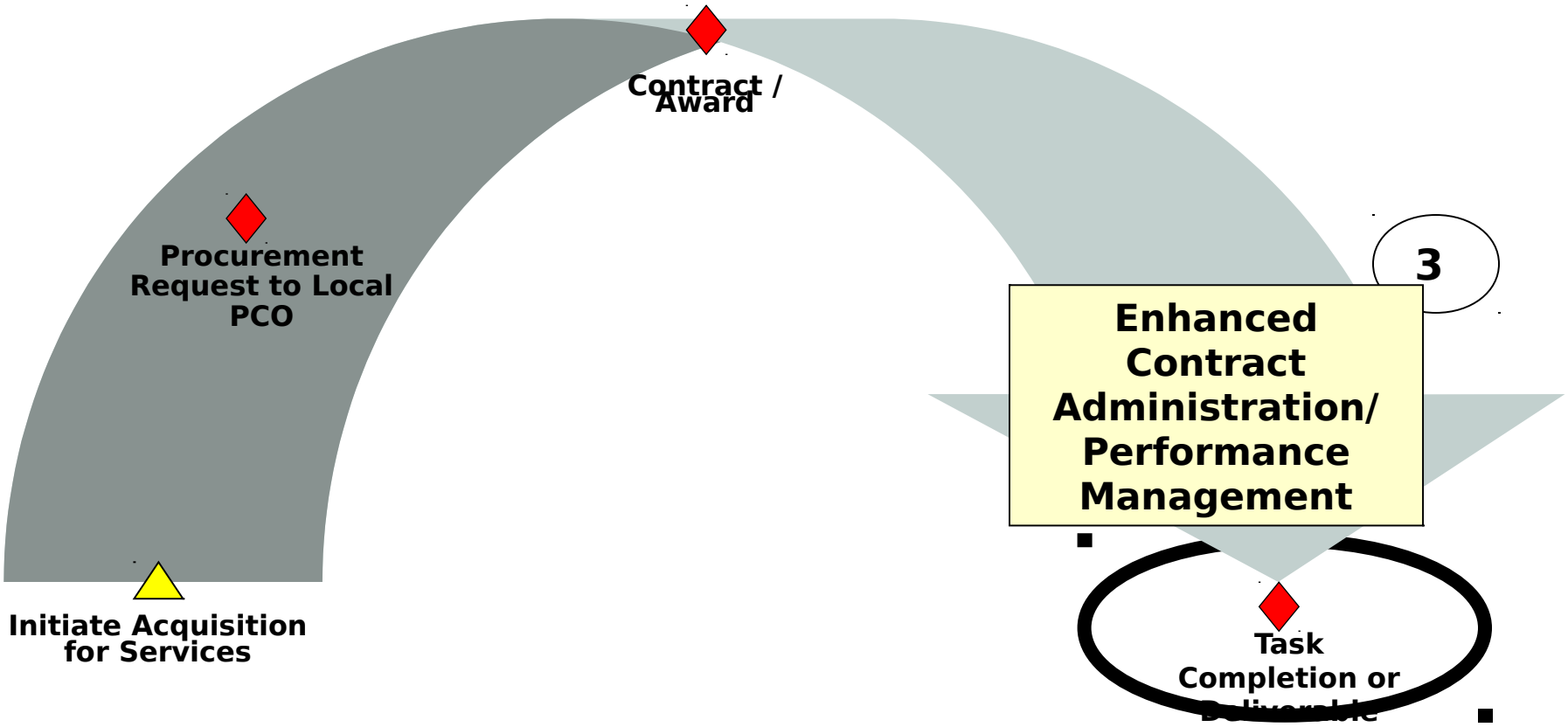

Potential for Significant Savings

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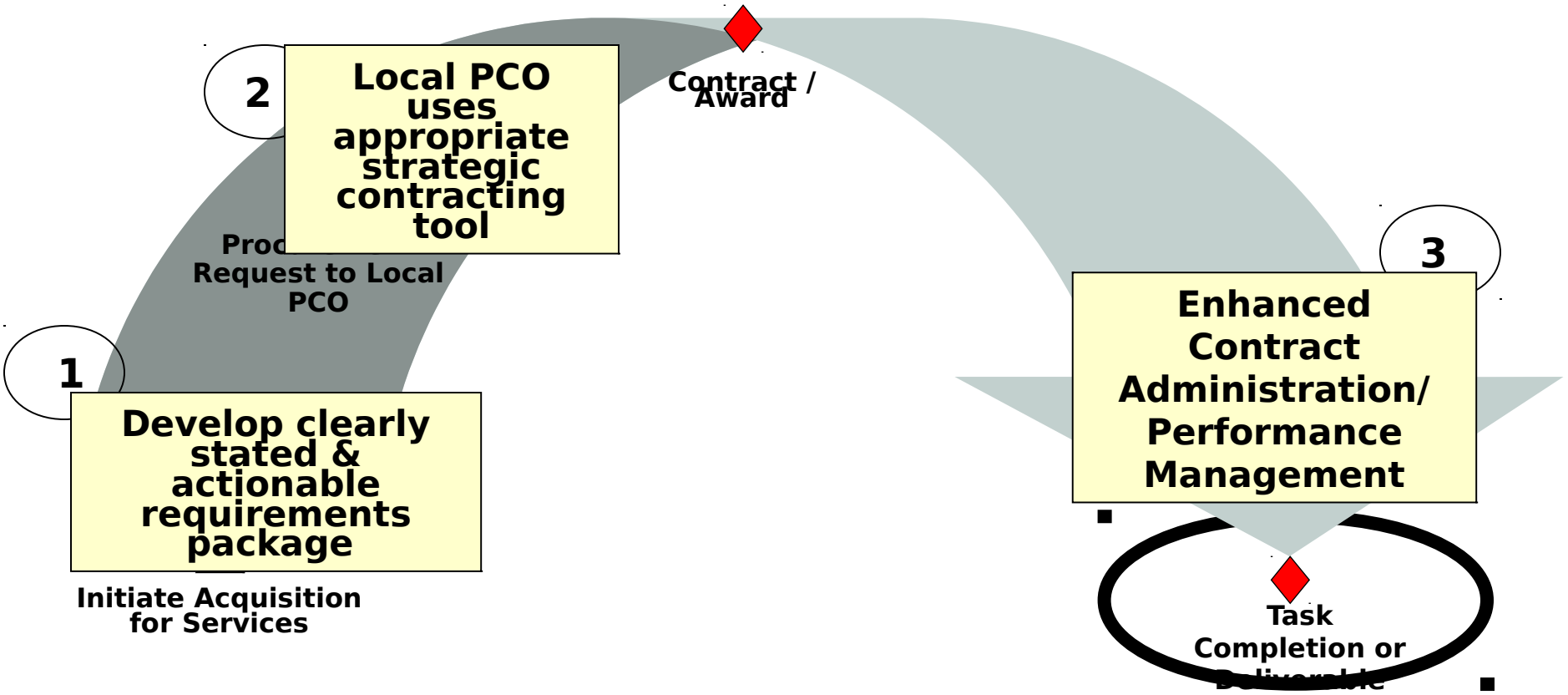

Potential for Significant Savings

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04-06-2007

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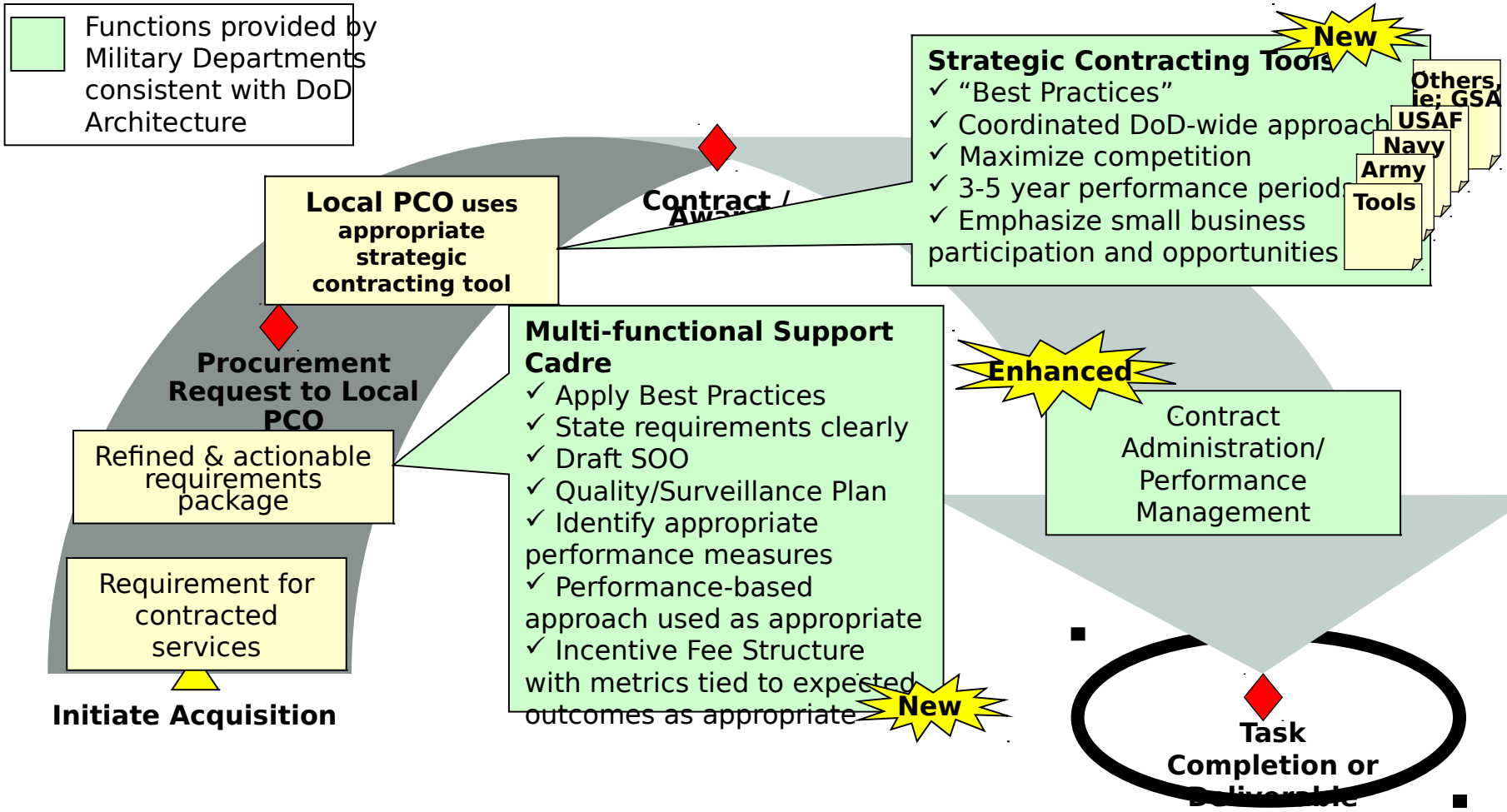

Potential for Significant Savings

Acquisition of Services

We need to improve - -

- Clearly state our requirements.
- Maximize competition.
- Use performance-based techniques when appropriate.
- Identify up-front appropriate performance metrics.
- Maximize small business participation.
- Use appropriate incentives tied to desired outcomes.
- Apply best practices in a coordinated DoD approach.
- Improve post-award contract performance management.